

AMENDMENT
Request for Information

Amendment Date: October 22, 2010

Amendment Number: 1

Bid Event ID: EVT0000191

Closing Date: October 29, 2010, 2:00 PM

Procurement Officer: Jill Martin
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Item: Medicaid Cost Efficiencies

Agency: Kansas Health Policy Authority

Conditions:

1. Responses to bidders' questions.

Request for Information - EVT0000191

Medicaid Cost Efficiencies

Questions and Answers

- 1) The RFI makes reference to systems changes and recommendations. Is the State interested in a consulting services project consisting of an experienced team of actuaries, policy experts and procurement experts to implement a cost savings project from strategic planning through savings realization?

The RFI seeks recommendations that will produce cost savings in Medicaid. This would include the scope of the recommendation from planning through implementation. The RFI is primarily intended to inform future procurements of cost-saving initiatives in Medicaid, some of which may require advance authorization by the Kansas legislature.

- 2) Is submitting a response to this RFI a prerequisite for responding to the eventual RFP?

No.

- 3) Will RFI responses be kept confidential prior to contract award under the forthcoming RFP?

All RFI responses will be kept confidential until a contract has been awarded as a result of the anticipated RFP.

- 4) Is it acceptable to email our response to Jill Martin as a PDF file?

See Section C (1).

- 5) Would KHPA consider an existing consulting relationship between a vendor and one of the State's Medicaid managed care plans to be a conflict of interest that would not allow the vendor to participate in future procurement opportunities with KHPA? The personnel responding to this RFI (and future procurement opportunities) would be separate and independent from the personnel working with the Medicaid managed care plan.

No.

- 6) Depending on the response time to submitted questions, will the State consider an extension of the current RFI deadline?

No.

- 7) Is the State looking to narrow their list of potential cost savings ideas? Are they looking for vendors to analyze the ideas presented?

Many of the options presented in the Medicaid Savings Options process during the 2010 Legislative Session lacked the specificity and detail that is required for the procurement process, and that is also required to fully apprise policymakers and stakeholders. This RFI is intended to generate any number of well-developed cost saving ideas that KHPA staff will be able to assess for both feasibility and savings potential.

- 8) Is the State looking for additional ideas, or do they want vendors to provide more details and feedback on the proposals that were developed in the *Medicaid Savings Options* report that was presented to the Kansas Legislature on April 26, 2010?

Ideas need not be novel. See response to # 7.

- 9) What types of estimates is the State looking for in terms of cost savings projections, considering accurate forecasts can only be done with access to key claim and eligibility datasets?

KHPA is seeking the best possible estimates based on experience implementing initiatives in other states or other Medicaid programs. KHPA understands that savings estimates provided in the RFI process will be based only on published program data. The responses will be reviewed with that in mind. Respondents that are selected for implementation through a contract or pursued through a request for proposal will have access to additional data and be provided more time to refine their estimates.

- 10) While PCG understands the main focus of this RFI is to "to attain economies and efficiencies in the provision of aid and services under the state Medicaid plan". However, will KHPA and DOA also consider initiatives that maximize federal revenues, which as a result, generate state and local savings to the Medicaid program in addition to cost reduction initiatives? If so, should these items be included in our bid response?

Proposals that seek to increase the amount of federal revenue coming into Kansas through legitimate means that can be approved by the Centers for Medicaid and Medicare Services will be considered. These proposals should be included as an appropriate response to the request for information.

- 11) If KHPA and DOA receives an initiative through this RFI from a vendor, will the initiative be subject to a competitive procurement or will KHPA and DOA have the option to sole source initiatives on a initiative by initiative basis?

Any recommendations received in response to this RFI may become part of a future RFP resulting from this RFI. It is not the intent of KHPA to sole source individual initiatives resulting from this RFI. Any decision to pursue a sole source contract will be made on a case-by-case basis according to standard criteria established by DOA.

- 12) The submission instructions indicate a RFI response can be submitted electronically. Does the signature sheet require an original signature? Please clarify.

The State has had bidders enter information in an automated and a non-automated fashion and will accept either method.

- 13) What are the benefits for those submitting ideas who are non-incumbents and would the KHPA allow the submitted ideas to be utilized by any current parties under contract?

The RFI is primarily intended to inform future procurements of cost-saving initiatives in Medicaid. All vendor responses to the RFI will be considered when preparing an RFP resulting from responses received. Non-incumbent vendors will have an equal opportunity to compete with all vendors.

- 14) Is the KHPA expecting any pilot programs which will be paid from the existing managed care contract for Medicaid?

KHPA has no such expectation, but does not want to limit the scope and creativity of vendor responses.

- 15) Page 2 Indicates to submit **One (1) original and one (1) copy and five (5) electronic versions on separate flash drives.** Section A Scope indicates **Faxed or electronic (email) submission is**

acceptable. Please confirm the required contents for the electronic submission and if there are any hard copy, flash drive or further requirements when choosing the email option.

Responses to the RFI should be submitted according to Section C (1). Faxes and emails are not acceptable.

- 16) In the RFI, Section A: Scope, the submission instructions state that electronic (email and fax) submissions are acceptable; however, in Section C: Response, Subsection #1, the submission instructions state that five electronic/software versions of the response should be provided on flash drives. Which is the preferred method – electronic submission or hard copy and flash drive submission? *See response to #15.*
- 17) Please expand on what is meant in Question #2.a: “What coordination is required among Medicaid programs?” Does this question refer to the coordination of programs within the state of Kansas (ex. coordination between state Medicaid and Managed Medicaid plans)? Coordination between Kansas and other states? Please provide examples, if possible.

KHPA’s intent was to determine what coordination would be required among the various components of the Medicaid program in Kansas. For example, a proposal to help manage the cost of the elderly population could have an impact on Home and Community Based Services and nursing facilities in addition to more traditional Medicaid benefits such as pharmacy, hospice, or inpatient hospital. Coordination also may be required between physical health and mental health providers, which could be within the managed care program in KHPA and the Prepaid Ambulatory Health Plan for mental health administered by the Department of Social and Rehabilitation Services.

- 18) Do responders need to acquire a tax clearance certificate prior to submission (RFI Details document, Appendix B – Terms and Conditions - #5)?

This instruction does not pertain to RFI submission.

- 19) The RFI Details document states . . .

“The Kansas Open Records Act (K.S.A. 45-215 et seq) requires public information be placed in the public domain at the conclusion of the selection process, and be available for examination by all interested parties.”

. . . and it refers IPs to the website for additional information.

- The Kansas Open Records Act does not specifically address RFIs. Will IP responses to the RFI be made public by KHPA in part or in total?

See response to #3.

- Should IP responders to the RFI specifically note in the RFI response proprietary information that should not be made public?

Yes

- If any RFI response information is to be made public by KHPA, should responders submit a redacted version for publication as well as the complete version?

Yes

- 20) In Part C of the RFI, responding vendors are asked to provide “one (1) original and one

(1) copy of the response as well as five (5) electronic copies of the response on separate flash drives.” Is your expectation that respondents have the hardcopies and flash drives delivered to you by 2pm CST on October 29th, or is it acceptable to send electronic submission via email by the October 29th deadline and deliver the hardcopies and flash drives with a post-date of October 29, to be received by Kansas Division of Purchases on the following business day (November 1)?

Responses to this RFI must be received by the Division of Purchases by the deadline as indicated in Section C. Any responses received after the deadline will not be considered.

21) Please describe KHPA program expectations for any future contract or contracts that result from this RFI with regard to qualifications and incentives for subcontracting with minority - and women-owned businesses and or supplier diversity.

Question is not related to RFI.

22) In Part G of the RFI, Question 1d, please define the reference to coordination with “Medicaid programs.”

KHPA’s intent was to determine what coordination would be required among the various Medicaid funded programs within Kansas. For example, a proposal to help manage the cost of the elderly population could have an impact on the Home and Community Based Service program and nursing facility program in addition to more traditional Medicaid benefits such as pharmacy, hospice, or inpatient hospital. Coordination also may be required between physical health and mental health providers, which could be within the managed care program in KHPA and the Prepaid Ambulatory Health Plan for mental health administered by the Department of Social and Rehabilitation Services.

23) Please describe the State’s quality incentive and reporting program. What metrics are used to measure quality? Please describe the metrics are used today to evaluate the services delivered to individuals who are eligible for the Supplemental Security Income (SSI) program?

1. *Data Consortium Kansas Health Indicators on Quality and Efficiency:*
http://www.khpa.ks.gov/data_consortium/data_consortium_health_indicators/default.htm#qualityandefficiency
2. *Managed Care Quality Initiatives: MCOs are expected to engage in a minimum of 2 Performance Improvement Projects (PIPs), which could include appropriate provider and beneficiary incentives as needed. Current initiatives focus on diabetes, well-child visits, and prenatal care. The MCOs also report HEDIS performance measures related to adults’ access to preventive ambulatory health services, children/adolescents’ access to primary care practitioners, use of appropriate asthma medications, lead screening in children, comprehensive diabetes care, prenatal and postpartum care, well-child visits in the first 15 months of life, as well as in the 3rd, 4th, 5th, and 6th years of life, and antibiotic utilization.*
3. *Quality Improvement Program Reviews:*
http://www.khpa.ks.gov/program_improvements/downloads/Quality%20Program%20Review_03-12-10.pdf
4. *KHPA does not collect any quality metrics on SSI population*

24) Section C.1 Response asks bidders to submit 1 original and 1 copy, plus 5 flash drives each containing one soft copy.

Appendix B.1 requires bidders to electronically submit the bid documents.

Will the State please confirm that bidders are to submit hard copies and flash drives via regular mail delivery, plus email a response?

Responses to the RFI should be submitted according to Section C (1). Faxes and emails are not acceptable.

- 25)** Appendix B.1 requires bidders to submit the XML bid document. We do not find an XML file on the State's bid site. Will the State please clarify whether it will post an XML document and if so, when?

This instruction does not pertain to RFI submission.